

# Management AAS

The Management AAS degree is designed for students wanting a diversified business background with an opportunity to concentrate on specialized functions of management.

## Management Curriculum

### Curriculum

<b>Program Courses - Business Foundation</b>				
<b>Course Code</b>	<b>Title</b>	<b>Course Outlines</b>	<b>Goal Areas</b>	
<a href="#">ACCT 2111</a>	Financial Accounting	<a href="#">View-ACCT 2111</a>	n/a	
<a href="#">BUS 1100</a>	Introduction to Business	<a href="#">View-BUS 1100</a>	n/a	
<a href="#">BUS 1110</a>	Human Relations & Professional Skills	<a href="#">View-BUS 1110</a>	n/a	
<a href="#">BUS 1220</a>	Effective Supervision	<a href="#">View-BUS 1220</a>	n/a	
<a href="#">BUS 2600</a>	Principles of Marketing	<a href="#">View-BUS 2600</a>	n/a	
<a href="#">CIS 1101</a>	Business Computer Systems I	<a href="#">View-CIS 1101</a>	n/a	

## Program Courses - Management Specialty

Course Code	Title	Course Outlines	Goal Areas	
<a href="#">ACCT 2112</a>	Managerial Accounting	<a href="#">View-ACCT 2112</a>	n/a	1
<a href="#">BUS 1300</a>	Legal Environment of Business	<a href="#">View-BUS 1300</a>	n/a	3
<a href="#">BUS 1510</a>	Operations Management	<a href="#">View-BUS 1510</a>	n/a	3
<a href="#">BUS 2630</a>	Fundamentals of Sales and Service	<a href="#">View-BUS 2630</a>	n/a	3
<a href="#">BUS 1810</a>	Entrepreneurship	<a href="#">View-BUS 1810</a>	n/a	4
<a href="#">BUS 2200</a>	Principles of Management	<a href="#">View-BUS 2200</a>	n/a	3

## General Education Courses

Course Code	Title	Course Outlines	Goal Areas	
<a href="#">COMM 1010</a>	Fundamentals of Public Speaking	<a href="#">View-COMM 1010</a>	n/a	3
<a href="#">ECON 1060</a>	Principles of Macroeconomics	<a href="#">View-ECON 1060</a>	n/a	
<a href="#">ECON 1070</a>	Principles of Microeconomics	<a href="#">View-ECON 1070</a>	n/a	3
College Writing I				
<a href="#">ENGL 1200</a>	Gateway College Writing <b>or</b>	<a href="#">View-ENGL 1200</a>	n/a	4
<a href="#">ENGL 1201</a>	College Writing I	<a href="#">View-ENGL 1201</a>	n/a	4
<a href="#">ENGL 1202</a>	College Writing II	<a href="#">View-ENGL 1202</a>	n/a	2

## MnTC Electives

MnTC Electives from at least 2 of the following MnTC Goal Areas- 2, 3, 4, 6, 7, 9,/or 10

(The MnTC Electives selected must total a minimum of 5 credits.)

## NHCC Residency and GPA

15 Credits must be earned at NHCC

<b>Total Credits Required</b>	<b>60</b>
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## Program Overview

### 2022-2023

The Associate of Applied Science in Management is designed for students wanting a diversified business background with an opportunity to concentrate on specialized functions of management. Courses are delivered in the classroom and/or online. This certificate qualifies for the Workforce Investment Act.

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## Program Outcomes

Knowledge of Human Cultures and the Physical and Natural World, focused by:

- Describe the major functional areas of American businesses and the global aspects and legal and ethical responsibility of businesses operating profitably in a

changing world.

- Describe supervisory issues in planning, human resources, team building, and motivation and apply basic supervisory concepts to develop proactive solutions.

Intellectual and Practical Skills, focused by:

- Apply effective listening, written, verbal, persuasive and nonverbal communication appropriate to professional situations locally and globally.
- Effectively use prevalent business software and technology to access information and solve basic business tasks.
- Use quantitative analysis of financial information and accounting concepts to interpret information.
- Apply legal principles to problems commonly experienced in the business world.
- Apply legal principles to problems commonly experienced in the business world.
- Apply the tools and techniques used by real life operations professionals in controlling the operations system.

Personal and Social Responsibility and Engagement, focused by:

- Identify and appreciate differences in personality, differences in communication styles and diversity in general and demonstrate behavior that respects those differences.

Integrative and Applied Learning, including:

- Develop a managerial strategic plan that includes critical elements of planning, organizing, leading, and controlling.
  - Illustrate the marketing concept through the completion of a comprehensive marketing plan.
  - Production of a comprehensive sales plan that reflects specific sales concepts and tactics.
  - Production of a business model and business plan.
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# Program Maps

Program roadmaps provide students with a guide to understand the recommended course sequence to complete their degree.

- [Management AAS Program Roadmap Full Time](#)
  - [Management AAS Program Roadmap Part Time](#)
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## Career Opportunities

Information on careers, including salary and employment outlook data, is available at Minnesota State and the Bureau of Labor Statistics websites:

[careerwise.minnstate.edu](http://careerwise.minnstate.edu) and [www.bls.gov](http://www.bls.gov).

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## Transfer Information

If you are planning on transferring to another institution, follow the guidelines available on our transfer resources web page to help you plan the process: [Transfer Information](#)

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## Degree Information

The Associate in Applied Science (A.A.S.) degree is intended for those students who plan to use the competence gained through their degree for immediate employment or enhancing current career skills. The A.A.S. degree includes a minimum of 20 semester credits in general education selected from at least three of the ten goal areas of the Minnesota Transfer Curriculum (MnTC). The MnTC courses within the A.A.S. programs transfer to any Minnesota State College or University. Many of the A.A.S. degree programs have articulation agreements with four year institutions for transfer of the program.

A student shall:

- Earn a minimum of 6071 semester credits as required in the program with a grade point average of 2.00 (C) or above in courses taken at North Hennepin Community College. Specific programs may have additional requirements or a higher minimum grade point average.
- Earn a minimum of 15 semester credits at North Hennepin Community College.
- Earn 20 credits in at least 3 MnTC goal areas

Completion of an A.A.S. degree fulfills the Goal Area 2 requirement of the Minnesota Transfer Curriculum (MnTC).

### **Developmental Courses**

Some students may need preparatory course(s) in Math and/or English. Courses numbered below 1000 will not apply toward a degree.

### **Equal Opportunity Employer and Disability Access Information**

North Hennepin Community College is a member of Minnesota State Colleges and Universities system and an equal opportunity employer and educator. This document is available in alternative formats to individuals with disabilities by calling 7634930555 or through the Minnesota Relay Service at 18006273529.

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## **Accreditation**

North Hennepin Community College is accredited by the:  
Higher Learning Commission of the North Central Association of Colleges and  
Schools  
30 N. LaSalle Street, Suite 2400  
Chicago, IL 60602-2504  
1-800-621-7440

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